6SLA

CHEMICAL MARKET SURVEY

GUATEMALA

92-06530/

CANADIAN EMBASSY - GUATEMALA
TRADE SECTION

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CHEMICAL MARKET SURVEY GUATEMALA

I. INTRODUCTION

Chemicals accounted for 17% of total imports for Guatemala in 1991 making this sector one of the most important markets in the country. Canadian chemical exports to Guatemala have been minimal but there is good potential to increase our market share should suppliers undertake aggressive marketing activities and appoint local representation. The following study concentrates on those chemicals which, after close investigation, prove to be the ones that are sold in higher volumes and which are available from Canada.

II) TOTAL VALUE OF THE MARKET, TRENDS AND CANADIAN PORTION OF THE MARKET

In the last four years the value of chemical imports to Guatemala have not been less than U.S.$262 million and in 1991 they peaked at $315 million. The trend in import values for this period indicates that the market will continue to grow in the short and medium term, particularly in sectors such as organic chemicals, fertilizer materials and compounds, and pharmaceuticals which are the ones that have experienced the most growth in the last four years.

The figures expressed below show total chemical imports to Guatemala for the years 1988-1991. The total value of the import market is expressed in absolute terms in U.S. Dollars.

The principal categories reflected in these totals include organic and inorganic chemicals, pharmaceutical products, fertilizer compounds, dyes, paints and lacquers, colouring materials, inks, essential oils, perfume and cosmetic products, soap and detergent materials, powder and inflammable products and other diverse chemical substances.

Table 1

YEAR	$ CIF VALUE	TREND
1988	265,844,591.00	
1989	262,003,171.00	Down 1.4%
1990	267,763,723.00	Up 2.2%
1991	315,843,700.00	Up 17.9

Given the upward trend in recent years and good prospects for economic growth in Guatemala, we can expect chemical imports to continue to increase.

During the period studied Canadian suppliers only captured very small percentages of the Guatemalan chemical market, indicating substantial potential for growth in the Canadian market share (see table 2).

Table 2

CDN SALES OF CHEMICALS TO GTMLA/PERCENTAGE OF TOTAL GTMLN MARKET

1987	$3,097,868.00	1.9%
1988	$7,795,936.00	2.9%
1989	$3,316,470.00	1.2%
1990	$2,854,523.00	1.0%

Principal Canadian chemical exports are mineral and chemical fertilizer materials and compounds, pharmaceuticals and medications, pigments and dyes, carbon black, organic and inorganic compounds, and inks.

The following table breaks down all 1990 chemical imports to Guatemala by sector and the Canadian market share.

Table 3

1990 CHEMICAL IMPORTS BY COMMODITY AND CANADIAN MARKET SHARE

PRODUCT	TOTAL GTMLN IMPORTS US $	CANADIAN SHARE
Inorganic chemicals and Inorganic or organic compounds of precious metals	25,706.656.00	38,310.00
Organic chemicals	57,011,186.00	63,465.00
Pharmaceutical Products	40,951,952.00	133,372.00
Fertilizers	46,105,720.00	2,497,149.00
Colouring materials, Dyes, Paints, Varnishes, Lacquers, Inks	17,597,567.00	108,075.00
Essential Oils, Perfume and Cosmetic Products	15,543,072.00	224.00
Soaps, Detergent Preparations, Lubricating Preparations, Artificial Waxes	6,627,406.00	9,794.00
Albuminoid Materials, Glues and Enzymes	2,529,768.00	-----
Powder and Explosives Inflammable Materials	361,216.00	-----
Photographic and Cinematographic Materials	6,271,318.00	-----
Diverse Products NES	49,057,862.00	11,171.00
TOTAL	**267,763,723.00**	**2,861,560.00**

As noted above, the currently very small Canadian market share indicates that there is great potential for expanding chemical sales to Guatemala. In order to identify the areas where Canadian suppliers should be concentrating their promotional efforts, the following section reviews six sectors of the chemical market.

III. SECTORAL ANALYSIS

A. FERTILIZER INDUSTRY

Ammonium sulphate, phosphoric acid and potassium chlorate are the chemicals that account for the highest volume of imports for the fertilizer industry in Guatemala. In 1990 the total value of the fertilizer import market was $47 million.The trend in the industry is one of increasing volumes of imports. Agricultural production in Guatemala has been increasing at a rate of approximately 5% per year which indicates that imports of fertilizer chemicals and already-prepared formulas should keep increasing at about the same rate. The major fertilizer plant in Central America is located in Costa Rica and many of these products are processed there and re-exported to Guatemala.

A fertilizer chemical survey would not be complete without mentioning that in Guatemala there exists an approximately $50 Million a year NPK formula market. Ninety percent of the market can be satisfied with the following formulas: (1)16-20-0; (2)13-13-13; (3)15-15-15; (4)20-20-0; (5)12-24-12. The present suppliers participating in this formula market are: "OLIN MATHESON", "BASF",

"HOECHST", "UKF" and "NORSK HYDRO".

In more specific terms the breakdown of the individual chemicals used in the fertilizer industry are the following:

POTASSIUM CHLORATE

AMMONIUM PHOSPHATE

PHOSPHORIC ACID

SULPHUR

UREA

AMMONIUM SULPHATE

LEAD ARSENATE

SODIUM PHOSPHATE

POTASSIUM SULPHATE

B. <u>FOOD PROCESSING INDUSTRY</u>

Another very important sector that consumes significant volumes of chemicals yearly is the food processing industry. In the last few years Guatemala has made special efforts to expand this sector of the economy. Since Guatemala has an agriculturally-based economy, many agricultural commodities are being processed for local and international marketing. Processors of tomatoes, mushrooms, meat, vegetables, canned juices and coffee are the most important chemical importers in the food processing industry.

The most important chemicals used in the food processing industries are:

BICARBONATE OF SODA

MONOCALCIC PHOSPHATE

CITRIC ACID

ADIPIC ACID

SODIUM CITRATE

AMMONIUM BICARBONATE

SODIUM ACID

SODIUM BENZOATE

GELATIN

The chemical market for the food processing industry has also been very stable for the past four years. The tonnage has varied but the C.I.F. value has increased slightly from year to year. Citric acid, adipic acid, and ammonium carbonate have accounted for approximately 80% of all imports to the food processing sector.

C. SUGAR INDUSTRY

The production of raw sugar cane, semi processed sugar cane and of refined cane sugar is undoubtedly one of the most important sectors of the Guatemalan economy. There are 21 sugar mills in Guatemala. The 88/89 crop produced 6.6 million metric tons of refined sugar. The 1989/90 production increased 25 percent to 8.2 metric tons.

The approximate $10 million of chemical imports to Guatemala for the sugar industry has been increasing steadily and in proportion to production ratios. This trend is expected to continue. The most important chemicals used in the sugar industry are the following:

SULPHONIC ACID

CAUSTIC SODA

SODIUM HYDROSULPHIDE

PHOSPHORIC ACID

SULPHUR

D. SOAP, DETERGENT AND COSMETIC INDUSTRY

Production figures of approximately U.S. dollars 75 Million per year of soap, detergent and cosmetic products and a labour force of 3500 make this industry one of the most important in Guatemala. This industry has enjoyed a steady growth in production and sales figures as well as the consumption of chemical raw materials in the past four years.

Sodium hydroxide, sodium carbonate and sodium pyrophosphate account for over ninety percent of the $7 million worth of chemicals imported for use in the manufacture of products in these industries. Chemical imports have increased at a rate of 25% per year which is proportional to the production growth of the industry. Also, the 3.5% a year population growth in the country creates an ever growing market for these indispensable consumer products.

The most important chemical products used in the detergent, cosmetic and soap industries are:

SODIUM HYDROXIDE

SODIUM CARBONATE

SODIUM PYROPHOSPHATE

CALCIUM SULPHATE

SODIUM SULPHATE

SODIUM TRIPOLIPHOSPHATE

POTASSIUM CHLORATE

E. PAINT INDUSTRY

Another important sector where an estimated $15 Million dollars a year of chemical imports for raw materials are consumed is the paint, varnish and lacquer industry. There are approximately 10 concerns in Guatemala that are presently involved in the manufacture of paint and by-products.

In Guatemala in 1990 there was a U.S.$18 million production of diverse paint products such as water paint, lacquer for automobiles, varnishes and colouring solutions, solvents and rubber paints. The demand has been increasing by about 10% annually and the totality of the production is sold in the domestic market. Imports of raw materials should grow at approximately the same rate.

The most important products used in the paint industry are the following:

TITANIUM DIOXIDE

POLYVINYL ACETATE

PIGMENTS

ALUMINIUM SILICATE

MAGNESIUM SILICATE

ZINC OXIDE

F. TEXTILE INDUSTRY AND WATER TREATMENT INDUSTRY

Although the textile and water treatment industries are not large importers of chemicals, we felt it necessary to include them in this survey as the approximately $4 million of import volumes of aluminum sulphate and sodium hydrosulphide are large enough to attract Canadian suppliers. The trend in the consumption of chemicals for this industry has remained stable from 1987 to 1990, but textile production is increasing rapidly indicating a potential for an expansion in the import market.

The most important products used in these industries are:

ALUMINIUM SULPHATE

SODIUM HYDROSULPHIDE

UREA

ACETIC ACID

IV. TRADITIONAL SUPPLIERS AND MAIN COMPETITORS

In the chemical market, the U. S. and Germany have undoubtedly been the traditional suppliers, and Japan began its participation in the Guatemalan market in the last ten years. To give Canadian suppliers a more detailed and specific view of the main competition in the chemical market in Guatemala we have prepared the following breakdown which is indicative of traditional sources of supply:

1) Inorganic Chemical Products

a) Sulphuric acid - West Germany, U. S. A.

b) Sodium hydroxide - U. S. A.

c) Sodium carbonate - West Germany, U. S. A.

d) Aluminum compounds - Japan, West Germany

e) Other sodium compounds - Holland, W. Germany, U.S.A.

2) **Organic Chemical Products**

a) Alcohol Byproducts - U. S. A., West Germany

b) Chemicals for insecticides (except DDT) - U. S. A.

c) Aldehydes and ketones - U. S. A.

d) Acetic acid - U. S. A., Japan, Mexico

e) Organic acid byproducts - U. S. A., W. Germany, CACM

f) Amines, Amides, Anilines - U. S. A., Belgium, Italy

3) **Paint Pigments, Varnishes and related items**

a) Colours and powders for paints - W. Germany, U.S.A.,Mexico

b) Other materials for coloration- U. S. A. West Germany

c) Paint preparations - U. S. A., El Salvador

d) Inks for printing and lithography- U. S. A., Gtmla, W. Germany

e) Lacquers and varnishes - U. S. A., El Salvador, West Germany

4) **Medicines and Pharmaceuticals**

a) Vitamins - Switzerland, Holland, West Germany

b) Bacteriological products- U.S.A., Switzerland, Mexico

c) Antibiotics (Penicillin, streptomycin, etc.) - Colon Free Zone U.S.A., Iceland

d) Oral medicines - U.S.A., Colon Free Zone, Switzerland, West Germany

e) External medicaments - Colon Free Zone, U. S. A.

f) Medicines for surgery - U. S. A. Great Britain

g) Veterinary medicines - West Germany, U. S. A., Mexico

h) Other medical products - U. S. A., West Germany, Great Britain

5) **Fertilizers**

a) Nitrogenous fertilizers - Holland, Great Britain, Mexico, Colombia

b) Phosphate fertilizers - U. S. A., Mexico, Venezuela

c) Potassium fertilizers - U. S. A.

d) Other fertilizer products- U. S. A., Holland

6) **Diverse Chemical Products and Materials**

a) Cellophane for plastic sheets - U. S. A.

b) Plastic fabrics and synthetic textiles - U.S.A., El Salvador

c) Plastic synthetics and resins (not for further manufacturing) U. S. A., Guatemala

d) PVC and PVC byproducts - U.S.A., Japan, Nicaragua, West Germany

e) Insecticides - U.S.A., West Germany, Switzerland

f) Disinfectants - U.S.A., Nicaragua, West Germany

g) Whiteners - U.S.A., West Germany

V. CUSTOM DUTIES

The duties to be paid on all chemical products imported into Guatemala are dictated by the "Arancel de Aduanas Centroamericano", which is the customs tariff guide which regulates tariffs for all imports to the Central American Common Market. Each chemical product is categorized under a specific heading and upon entering Guatemala it pays anywhere from U.S$.01 per kilo plus 10% of the C.I.F. price to $.20 per kilo plus 30% of the C.I.F. price. Every chemical product investigated in this survey would fall somewhere in the range mentioned above. Also, there is a 2% stamp tax added to the C.I.F. price plus a 30% tax surcharge to be paid on the total amount of duties. The following example will serve to illustrate this structure more clearly. In the supposition that 10 tons of aluminum sulphate are imported at a CIF price of US $500 per ton the duties would be calculated as follows:

15% of C.I.F price ($5,000)	=	$ 750.00
+$.02 per kilo (909 kilos)	=	$ 18.18
+ 2% of C.I.F. price for stamp tax	=	$ 100.00
+ 30% tax surcharge on the duties which amount to $768.18	=	$ 230.00
TOTAL AMOUNT OF DUTIES	=	**$1,098.61**

This is the basic format used to calculate the duties on chemical products but we want to note that Canadian exporters do not need to worry about this scheme as it is the importer who is

responsible for paying duties. If further information is required on the duties for a specific product the post will gladly supply this information.

VI. Other Market Considerations

High prices and availability: High prices and availability from Canadian sources have been the major stumbling block in the effective penetration of the Guatemalan market. In comparing statistical information we found that traditional suppliers are selling at cheaper prices than is quoted by Canadian exporters. Also, a small market like Guatemala does not have a demand for large volume shipments and Canadian companies have preferred to source to larger and more important markets.

Freight Rates: During the course of our investigations, several agents mentioned that freight rates from Canada were a deterrent to trade. F.O.B. prices were sometimes attractive but the C.I.F. quote became non-competitive. In Analyzing this situation we find that other suppliers such as the U.S.A., Mexico, Venezuela and the Central American Common Market countries are much closer geographically and therefore their freight rates would be lower. This is a fact we cannot change but there could be some solutions:

a) Canadian companies could ship inland to Miami and by ship from there to Guatemala

b) Combine shipments with other companies or

c) Combine shipments to other Latin American countries

Market Penetration: Canadian chemical companies have simply not undertaken marketing programs in this territory and therefore they are not known to local agents and end users. If Canadian companies wish to sell their products in the Guatemalan market they should make a concerted effort to visit the territory. If their marketing efforts are coupled with visits to other Central American countries it is possible that the regional market will be large enough to merit more attention.

VII. LOCAL PRODUCTION

The local production of chemicals is largely limited to some very basic chemical products and is unlikely to reach a degree of sophistication because of several factors:

a) Large investments are required

b) Expertise of local management is limited

c) Qualified labour in this sector is practically non-existent

d) Strong competition from multinationals

In absolute terms the Guatemalan chemical production for 1990 was the following:

Basic Industrial Chemicals Except Fertilizers	$ 2,248,623.00
Fertilizers	$14,032,297.00
Resins	$ 4,628,075.00

Paints, Varnishes and Lacquers	$10,824,704.00
Pharmaceuticals and Medications	
Soap and Detergents	$47,050,520.00
Other Products	$ 5,469,520.00

The 25 major chemical products manufactured locally are:

1. Acetylene
2. Acetone
3. Clorhidric Acid
4. Acetic Acid
5. Ammonia
6. Sulphuric Acid
7. Stearic Acid
8. Oleic Acid
9. Alcohol
10. Carbonic Gas
11. Argon
12. Calcium Carbonate
13. Sodium Carbonate
14. Calcium Chloride
15. Ammonium Chloride
16. Stearate
17. Dry Ice

18. Hydrogen

19. Nitrogen

20. Oxygen

21. Silicates

22. Oxides

23. Benzine

24. DDT

25. Dodecilbenzine

VIII. SHIPPING

The principal shipping lines serving Guatemala are listed below. Direct shipping from Canada is very irregular and transhipments through the United States, particularly Miami, are the most common system for ocean shipping.

(Please see Appendix A)

IX. AGENTS AND DISTRIBUTORS

Although some business may be done directly with the end users of chemical raw materials, it is recommended that Canadian companies establish a commercial relationship with local distributors. In doing so they will enjoy several advantages:

a) Knowledge of local business procedures

b) Active promotion with other customers

c) Constant monitoring of opportunities

d) Follow-up services

To this effect, we are listing below the agents and distributors that the Post feels are the most aggressive, experienced and reputable in Guatemala. Canadian exporters may contact these firms directly or request assistance from the Post to do so.

1. **CENTRO QUIMICO, S.A.**
   23 Avenida 40-19, Zona 12
   Apdo. Postal 1895
   Guatemala, C. A.

   Phone: 761693
   FAX: (502-2) 761696
   TLX: 5909 CENQUI GU

2. **AGENCIAS MOELLER**
   2a. Avenida 15-24, Zona 1
   Guatemala, C.A.

   Phone: 29660 - 83763
   FAX: (502-2) 29660
   TLX: 9223 AGMOL GU

3. **ICI PANAMERICANA, S.A.**
   6a. Ave. 7-39, Zona 10
   Edificio Las Brisas, 5 nivel
   Guatemala, C.A.

   FAX: (502-2) 347311

4. **J. C. NIEMANN**
   Calle Mariscal Cruz 10-69, Zona 5
   Guatemala, C.A.

   FAX: (502-2) 347453

5. **TECUN, S.A.**
   3a. Calle 3-60, Zona 9
   Guatemala, C.A.

   FAX: (502-2) 346534 and (502-2) 346550

6. **PROQUIRSA**
4a. Ave. 3-68, Zona 9
Guatemala, C.A.

TLX: 5731 PROQUI - GU

7. **AGENCIAS ABBOTT**
9a. Ave. 10-72, Zona 1
Guatemala, C.A.

FAX: (502-2) 517016

8. **ULYSSES DENT**
Vía 4, 3-62, Zona 4
Guatemala, C.A.

FAX: (502-2) 314968

9. **JOSE GOUBAD Y CIA. LTDA.**
Avenida Reforma 13-70, Zona 9
Guatemala, C.A.

FAX: (502-2) 316395

10. **CELCO DE GUATEMALA, S.A.**
1a. Avenida entre 8a. y 9a. calle
Villa Nueva, Guatemala C.A.

Phone: 031-1946 031-1956
FAX: (502-2) 031-1468

11. **ANALYT DE CENTRO AMERICA, S.A.**
5a. Avenida 11-70, Zona 1
Edificio Herrera Of. S-J/S-K
Guatemala, C.A.

12. **QUIMICA DELTA, S.A.**
19 Avenida 14-37, Zona 1
Guatemala, C.A.

Phone: 80267 - 81070
FAX: (502-2) NO FAX NUMBER AVAILABLE

13. **ELECTROQUIMICA DE GUATEMALA, S.A.**
12 Calle 1-25, Zona 10
Edificio Géminis 10, Of. 911
Torre Sur
Guatemala, C.A.

Phone: 353376 - 352896

FAX: (502-2) 352884
TLX: 6222 METASA GU

14. **QUMICA HENKEL CENTROAMERICANA, S.A.**
11 Calle 2-58, Zona 9
Edificio Alcázar, Nivel 2
Guatemala, C.A.

Phone: 315013 - 317854 - 318538
FAX: (502-2) 347512
TLX: 5454 HENKEL GU

15. **IMEXCCO, S.A.**
12 Calle 1-25, Zona 10
Edificio Géminis 10, Torre Sur, Of. 812
Guatemala, C.A.

Phone: 353362 - 352891
FAX: (502-2) 353138

16. **HISPANOQUIMICA, S.A.**
11 Avenida y 5a. Calle Zona 1
Edificio Rivera, 2do. nivel
Apartado Postal 284
Quetzaltenango, Guatemala, C.A.

Phone: 061-2582
FAX: (502-2) 061-2582
TLX: 8018 XELAJU GU

17. **J & J**
1a. Avenida 19-39, Zona 1
Guatemala, C.A.

Phone: 20190 - 511843

18. **PROQUIDECA, S.A.**
3a. Calle 0-33, Zona 9
Guatemala, C.A.

Phone: 323121
FAX: (502-2) 772667

19. **PROMERCA, S.A.**
Vía 3, 5-42, Zona 4
Guatemala, C.A.

Phone: 363821 -23

ANNEX A

Agente o Representante	*Lineas*	*Frecuencia*	*Destinos*	Ports
NAVIERAS DEL ITSMO, S.A. 12 calle 1-25, zona 10. Edificio Geminis 10 Oficina 1008. Torre II. Tels.: 353102/3 353112/3 Fax: 353102/3 353112/3	Central American Shipper	Semanal	- Miami, U.S.A., (Cubriendo Norte de Estados Unidos) - Centro América - Golfo U.S.A.	Sto. Tomás (Atlantic)
NEXOS LINE, INC. Ave. La Reforma 12-01, z. 10. Edif. Reforma Montúfar, Torre "A", Of. 1004. Tels.: 317209, 317217. Fax: 317217. Télex: 5016 Nexos-Gu. Cable: Nexos	Nexos Line, Inc.	Quincenal C/10 días	- U.S.A. (Houston, New Orleans) - Tampa - Montreal (Intermodal)	Sto. Tomás (Atlantic)
SEA LAND SERVICES, INC. Avenida La Reforma 8-60, zona 9 Torre II. Edificio Galerías Reforma, Nivel 8. Teléfonos: 319222. Télex: 5496 Sealand-Gu Apartado Postal 816. Fax: 340077	Sea Land	Semanal	- Canada -New York - El Caribe - Medio Oriente - Mediterraneo - Lejano Oriente -Europa	Sto. Tomás (Atlantic)
SEABOARD MARINE Avenida La Reforma 8-60 z. 9 Edificio Galerías Reforma, Nivel 4 Oficina 411. Teléfonos: 340080. Telex 4223 Semar-Gu. Fax: 340077 Apartado Postal 0385	Seacoarc	Semanal	- Canada - U.S.A. Miami New York New Orleans - Medio Oriente - Lejano Oriente -Europa	Sto. Tomás (Atlantic)
TRANSCONTINENTAL, S.A. Avenida La Reforma 9-00, zona 9. Edificio Plaza Panamericana. Nivel 8. Teléfonos: 367371, 311952/55. 367667. Fax: 366286 Télex: 6055 Transc-Gu Apartado Postal: 1340	French Line	C/10 días	- Centro America - Medio Oriente (transbordo) - Lejano Oriente. (transbordo)	Sto. Tomás (Atlantic)
TRANSMARES, S.A. 6a. Avenida 20-25, zona 10 Edificio Plaza Marítima Teléfonos: 370333/37. Fax: 370117 Télex: 5217 Mares-Gu y 5541 Trans-Gu Apartado Postal: 1485	Hapag Lloyd Harrison Line	C/12 días	- America del Sur - Medio Oriente - Japon - Lejano Oriente - Europa	Sto. Tomás and Pto. Quetzal (Atlantic and Pacific)

PUERTO SANTO TOMAS DE CASTILLA (ATLANTIC)

PUERTO QUETZAL (PACIFIC)

20. **PRODUCTOS DIVERSOS, S.A. (PRODISA)**
3a. Calle "A" 32-88, Zona 11
Colonia Utatlán II
Guatemala, C. A.

Phone: 946612
FAX: (502-2) 720984

21. **MICHEM DE CENTROAMERICA, S.A.**
11 Avenida "A" 32-28, Zona 5
Guatemala, C.A.

Phone: 326437 - 311307
FAX: (502-2) 311308

22. **PRODINTER, S.A.**
18 Avenida 38-31, Zona 12
Apartado Postal 15-C
Guatemala, C.A.

Phone: 761602 - 766165

23. **MERCK CENTROAMERICANA, S.A.**
Km. 13.5 Carretera Roosevelt, Zona 11
Apartado Postal 1651
Guatemala, C. A.

Phone: 922111 - 934280
FAX: (502-2) 934283
TLX: 5110 MERCK GU

24. **QUMICA HOECHST DE GUATEMALA, S.A.**
Km. 15.5 Carretera Roosevelt
Guatemala, C.A.

Phone: 910011 - 954011
FAX: (502-2) 954016
TLX: 5946 HOECHST GU

25. **QUIMICAS DE CENTROAMERICA, S.A.**
Carretera al Atlántico Km. 9.5, Zona 18
Guatemala, C.A.

Phone: 565022 to 25
FAX: (502-2) 560534
TLX: 5421 QUIM CA GU

26. **ROUSSEL CENTROAMERICA, S.A.**
3a. Avenida y 7a. Calle, Zona 2
El Zapote
Guatemala, C. A.

Phone: 516850-518236-538540
FAX: (502-2) 81217
TLX: 5471 ROUCA GU

27. **UNION CARBIDE DE GUATEMALA, S.A.**
12 Calle 1-25, Zona 10
Edificio Géminis 10, Torre Norte, nivel 6, Of. 604
Guatemala, C.A.

Phone: 353173 -353174
FAX: (502-2) 353174

28. **TECHNOCHIMIA DE GUATEMALA, S.A.**
7a. Avenida 36-09, Zona 8
Guatemala, C.A.

Phone: 713147 - 711284 - 717860
FAX: (502-2) 718270

29. **SINASA**
5a. Calle 1-37, Zona 9
Apartado Postal 550-A
Guatemala, C.A.

Agente o Representante	Líneas	Frecuencia	Destinos	Ports
COMPAÑÍA HOLANDESA DE COMERCIO, S.A. Avenida La Reforma 3-48, zona 9 Edificio Anel, 3er. Nivel, Oficina 301 Teléfonos.: 372587, 372588, 365079, 367455, 340021/2, Fax: 372589 Télex: 5283 Royal-Gu P.O. Box: 71	Nedlloyd Nipon Lines System	Quincenal	- Sur América - U.S.A. (Houston, New Crieans) - Lejano Oriente - Medio Oriente - El Caribe - Europa - Mediterráneo	St. Tomás/ Quetzal (Atlantic and Pacific)
CONCORDE LINE SERVICIOS NAVIEROS DE GUATEMALA, S.A. 6a. Avenida 20-25, zona 10 Edificio Plaza Marítima, 4to. Nivel Teléfonos: 370450/3, 370128/9 y 31 373675, Fax: 370434 Télex: 5523 Banpro-Gu	Concorde Line Diversity Marine International	Quincenal	- Mediterráneo - Japón, Lejano Oriente - Europa - U.S.A. (Houston, New Crieans)	Sto. Tomás (Atlantic)
CROWLEY CARIBBEAN TRANSPORT, INC. 6a. Avenida 0-60, zona 4, Torre Profesional I 10o. Nivel, Teléfono: 352111 Fax: (502)2-352117 Telex: 5260 CCT-Gu Cable: Crowcarib-Gu	Maersk Line	Semanal Quincenal Semanal	- U.S.A. (Houston, New Crieans) - Mediterraneo - Medio Oriente - Lejano Oriente - Europa	Sto. Tomás (Atlantic)
AGENTES GENERALES DELPREE & CRESPO Avenida La Reforma 9-00, zona 9 Edificio Plaza Panamericana, Nivel 8 Teléfonos: 311921, 311927, Fax: 366286 Télex: 5284 Delpre-Gu	Flota Mercante Gran Colom- biana	Mensual	- Japon - Lejano Oriente	Pto. Quetzal (Pacific)
DANMAR, S.A. 6a. Avenida 20-25, zona 10. Edificio Plaza Maritima Teléfonos: 310118, 370341 370443, 373677 Fax: 370123 Télex: 3167 Danmar-Gu	Nordana Line Companie Maritime Belge -CMB- & Norsul Line	C/20 días C/28 días	- Canadá - U.S.A. (Houston, New Crieans New York) - America del Sur - U.S.A. (Los Angeles, San Francisco, California) y Van Couver - Canadá	Sto. Tomás and Pto. Quetzal (Atlantic & Pacific)